

# **NEW HAMPSHIRE STATE LIQUOR COMMISSION**

## **MINUTES OF MEETING – OCTOBER 19, 2005**

**PRESENT:** Chairman Anthony Maiola and Commissioner John Byrne; Craig Bulkley, Bureau Chief of Administrative Services; John Bunnell, Administrator of Marketing & Sales; Howard Roundy, Director of Information Technology; Steven Slovenski, Legal Counsel; Peter Engel, Director of Store Operations; Richard Gerrish, Spirits Marketing Specialist; Evie Taft, Human Resources Administrator; George Tsiopras, Chief Financial Officer; Lt. Lisa Soiett, Bureau of Enforcement. **Guests:** Al Picconi, Southern Wine & Spirits of New England, Inc.; Brian Law and Michael Goclowski, Law Warehouses.

**EXCUSED:** Commissioner Patricia Russell; Eddie Edwards, Chief of Enforcement; Nicole Brassard, Wine Marketing Specialist.

### **I. FINANCIAL & ADMINISTRATIVE REPORTS**

#### **1. Financial Reports**

##### **A. Weekly, Y-T-D Store Sales Reports:**

Total sales for the week ending October 16, 2005 were up almost 1.7% or \$124,213 for the week, as they were year-to-date by 3.75% or \$4,667,390.

##### **B. Budget/Administrative Reports:**

The Governor and Council meeting will be held this Friday at Nashua High School. The Commission has two contracts on the agenda.

The 2006 legislative session is beginning, and Craig is following five bills pertaining to liquor. He will provide information to Chief Edwards and Steve Slovenski as well as the Commission on a regular basis. To date, there is no text for these bills, and some have not yet been finalized. Craig mentioned that Senator D'Allesandro is sponsoring one bill regarding liquor licenses, and another one concerns coupons and rebates used for the purchase of alcoholic beverages. There is no additional information at this time.

The current Expense Budget Activity Variance Report shows the year to be at about 30% expired, with around 27.3% of the budget expended. The only accounts of concern right now are Benefits, Workers Compensation and Class 50. Utilities seem to be holding, but are being closely monitored. Administrative Services called to request a report for the Governor which shows a breakdown of oil, gas and electric expenses. This information will be forwarded to Doreen Wittenberg today to meet the afternoon deadline.

The Visa/Master Card debit settlement process is about 85% completed, with 11 stores yet to be evaluated. This calculates to about \$66,000 which will be deposited back into the General Fund, if it is received.

2. IT Report

An employee inquiry has been implemented into the leave system which will enable employees to access their current personal leave information, as well as information from the previous few years. This will eliminate the need to print quarterly paper statements.

Martignetti submitted 10 offers for the special allowances program, but only one was received. IT is investigating as to why this occurred.

The Disaster Recovery site program is still experiencing problems with communications, which indicates that the hardware is not computing correctly. IT is working with the support company involved to resolve this issue.

3. Human Resources Report

Evie reminded everyone that mandatory sexual harassment training will be taking place on Monday, October 24<sup>th</sup> from 1:30 to 3:00 p.m. and on Tuesday, October 25<sup>th</sup> from 9:00 to 10:30 a.m. If an employee cannot attend either of these sessions, they may be able to attend subsequent sessions at the Enforcement Bureau.

**II. MARKETING & SALES REPORTS**

1. Store Operations

a. Veteran's Day, Friday, November 11, 2005 – Store Hours of Operation and Staffing Recommendations:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve hours of operation and store staffing for all stores on Veteran's Day, Friday, November 11, 2005, as recommended by Peter Engel, Director of Store Operations and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

b. Information Technology Support – Christmas Eve and New Year's Eve:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a recommendation from Peter Engel, Director of Store Operations and concurred by John Bunnell, Administrator of Marketing & Sales that an IT employee be available to support Store Operations on an on-call basis on Christmas Eve, Saturday, December 24, 2005 and New Year's Eve, Saturday, December 31, 2005. The motion was unanimously adopted. Howard asked for an official letter regarding this request.

Total store sales for the week ending 10/16/05 increased by 2.17% or \$128,663.13. There was nothing out of the ordinary to report.

Store Operations is working with Accounting to tighten up the length of time it takes between starting the store inventory process and making adjustments. The plan calls for stores completing the initial inventory within the first week. The store supervisors will then go to their stores to help in adjusting accounts for any codes which need adjusting. This should shorten the time frame to two weeks.

There have been some questions regarding holiday pay for Christmas Day and New Year's Day since they both fall on Sundays this year. After conversations with Evie, the Union and the Department of Personnel, it was determined that, because Sunday is a voluntary work day, that the Commission just needed to make sure that employees worked a 32-hour week in order to be paid for 40 hours. This will be relayed at the Supervisor's Meeting tomorrow.

The grand opening for the Glen store is scheduled for next Tuesday, October 25<sup>th</sup> at 10:00 a.m. Invitations have been sent out to local legislators. The maintenance crew is putting on the finishing touches. The building is made of real granite, and the all-around cornice look was utilized. This is the first new building built in the area in 25 years. The landlord is providing food and coffee, etc. for the event.

The lease for the new store in Campton is being finalized.

2. Purchasing Report

There was nothing of significance to report this week regarding out-of-stocks.

3. Merchandising Report

A. SPIRITS:

1) Test Market Products:

a. Test Market Request (Marquis de Saint Loup Calvados):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from Pups Cider Company LLC for a new test market listing for Marquis de Saint Loup Calvados, 750ML size (assigned new Code #4491), as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

b. Test Market Request (Meletti Sambuca):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from Perfecta Wine Company for a new test market listing for Meletti Sambuca, 750ML size (assigned new Code #5176), as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

c. Test Market Request (Meletti Limone):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from Perfecta Wine Company for a new test market listing for Meletti Limone, 750ML size (assigned new Code #5178), as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

d. Test Market Request (Meletti Anisette):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from Perfecta Wine Company for a new test market listing for Meletti Anisette, 750ML size (assigned new Code #5177), as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

e. Test Market Request (Three Olives Citrus and Grape Vodkas):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from Horizon Beverage Company/White Rock Distilling Co. for new test market listings for Three Olives Citrus Vodka, 750ML size (assigned new Code #3765) and Three Olives Grape Vodka, 750ML size (assigned new Code #3766), as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

f. Test Market Request (Ridgemont Reserve 1792 Bourbon):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from Southern Wine &

Spirits of N.E., Inc./Barton Brands Ltd. for a new test market listing for Ridgemont Reserve 1792 Bourbon, 750ML size (assigned new Code #1282), as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

g. Test Market Results (Code #3455):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve the delisting of Code #3455, Absolut Raspberri, added 1.75L size, as this item failed to achieve the gross profit required for full distribution at the conclusion of a six-month test market period, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

h. Test Market Results (Code #2139):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve the delisting of Code #2139, Old Whiskey River Bourbon Cream, 750ML size, as this item failed to achieve both the gross profit required for full distribution and for specialty item consideration at the conclusion of a six-month test market period, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

2) Product Demo Request (Kahlua):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from Horizon Beverage Company/Allied Domecq to conduct a non-alcoholic product sampling in promotion of Kahlua at nine stores, beginning December 2 and ending December 18, 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

3) One-Time Buys:

a. Xalixco Silver Tequila:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission deny a request from Perfecta Wine Company for the Commission to purchase 4 cases of delisted Xalixco Silver Tequila, 750ML size, as recommended by Richard Gerrish,

Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

b. Minaki Blueberry Liqueur:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission deny a request from Perfecta Wine Company for the Commission to purchase 17 cases of Code #8125, Minaki Blueberry Liqueur, 375ML size, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

c. McKendric Western Style Whiskey:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission deny a request from Perfecta Wine Company for the Commission to purchase 23 cases of delisted McKendric Western Style Whiskey, 750ML size, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

d. Brilliant Vodka:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission deny a request from Martignetti Companies of N.H. for the Commission to purchase 19 cases of Code #3280, Brilliant Vodka, 750ML size, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

4) December Special Offers:

a. 1 item – Flag Hill Winery:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a special offer from Flag Hill Winery, based upon depletions for one (1) spirit item, to be featured on sale during December 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- b. 5 items – Pine State Trading Company:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Pine State Trading Company, based upon depletions for five (5) spirit items, to be featured on sale during December 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- c. 2 items – Perfecta Wine Company:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Perfecta Wine Company, based upon depletions for two (2) spirit items, to be featured on sale during December 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- d. 11 items – M.S. Walker, NH:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from M.S. Walker, NH, based upon depletions for eleven (11) spirit items, to be featured on sale during December 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- e. 47 items – Executive Wine & Spirits:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Executive Wine & Spirits, based upon depletions for forty-seven (47) spirit items, to be featured on sale during December 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- f. 39 items – Martignetti Companies of N.H.:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Martignetti Companies of N.H., based upon depletions for thirty-nine (39) spirit

items, to be featured on sale during December 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- g. 178 items – Horizon Beverage Company:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Horizon Beverage Company, based upon depletions for one hundred seventy-eight (178) spirit items, to be featured on sale during December 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- h. 228 items – Southern Wine & Spirits of N.E.:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Southern Wine & Spirits of New England, Inc., based upon depletions for two hundred twenty-eight (228) spirit items, to be featured on sale during December 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- i. 87 unmatched items – Southern Wine & Spirits of N.E.:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Southern Wine & Spirits of New England, Inc., based upon depletions, without matching state funds, for eighty-seven (87) spirit items, to be featured on sale during December 2005, as recommended by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

**B. WINES:**

- 1) Blizzard of Savings & 15% case Sale (Jan. 2 – Jan. 29, 2006):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a “Blizzard of Savings” promotion, with letters to be sent to brokers to contribute SKUs on “best ever” pricing, and a 15% case discount on the purchase of 12 or more bottles of selected wine items from January 2 through January 29, 2006, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.



2) Special Offers for December 2005:

a. 2 items – Charles Saunders:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Charles Saunders, based upon depletions for two (2) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

b. 15 items – Pine State Trading Company:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Pine State Trading Company, based upon depletions for fifteen (15) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

c. 19 items – Charles Zoulas:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Charles Zoulas, based upon depletions/special purchase allowances for nineteen (19) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

d. 41 items – E & J Gallo Winery:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from E & J Gallo Winery, based upon depletions/special purchase allowances for forty-one (41) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

e. 9 items – R.P. Imports:

It was moved by Commissioner Byrne, seconded by Commissioner

Maiola, that the Commission approve special offers from R.P. Imports, based upon depletions for nine (9) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

f. 39 items – M.S. Walker, Inc.:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from M.S. Walker, Inc., based upon depletions/special purchase allowances for thirty-nine (39) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

g. 56 items – Executive Wine & Spirits:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Executive Wine & Spirits, based upon depletions/special purchase allowances for fifty-six (56) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

h. 114 revised offers – Martignetti Companies of N.H.:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Martignetti Companies of N.H., based upon depletions/special purchase allowances for one hundred fourteen (114) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

i. 2 items – Horizon Beverage Company:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Horizon Beverage Company, based upon depletions for two (2) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- j. 71 items – Horizon Beverage Company:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Horizon Beverage Company, based upon depletions/special purchase allowances for seventy-one (71) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- k. 150 items – Southern Wine & Spirits of N.E.:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Southern Wine & Spirits of New England, Inc., based upon depletions/special purchase allowances for one hundred fifty (150) wine items, to be featured on sale during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- 3) Korbel Special Offers for December 2005:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from Horizon Beverage Company/Brown-Forman Corporation, based upon depletions/special purchase allowances for two (2) wine items, to be featured on sale during December 2005, but deny the purchase and display of these two items, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- 4) Special Offers for Dec. & Jan. 2006 (7 items – M.S. Walker, NH):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve special offers from M.S. Walker, N.H., based upon depletions for seven (7) wine items, to be featured on sale during December 2005 and January 2006, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- 5) Test Market Request on DuVal Leroy Brut NV:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission deny a request from M.S. Walker, Inc./Partners Wine

Company, to test market Code #37435, DuVal Leroy Brut NV in selected stores, but approve the expanded distribution of Code #37479, DuVal Leroy Champagne Paris Brut to selected stores, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

6) Appeal on Delist of Lancers Rose:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that an appeal from Martignetti Companies of N.H. concerning the delisting of Code #42248, Lancers Rose, 1.5L size, be tabled pending receipt of further information. The motion was unanimously adopted.

7) Martignetti Buy One Get One Half Off – December 2005:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from Martignetti Companies of N.H. to conduct a “Buy One, Get One Half Off” sale involving eleven (11) wine items during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

8) Special Offer of Yellow Tail Pinot Grigio:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve an offer from Southern Wine & Spirits of New England, Inc./W.J Deutsch & Sons, Ltd. to distribute Code #42420, Yellow Tail Pinot Grigio, 750ML size into all retail store locations, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

9) Increase Distribution on D’Argent Brut:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve an offer from M.S. Walker, NH/Grapevine Imports to expand the distribution of Code #33147, D’Argent Brut, 750ML size by placing absolutes in eight (8) additional stores, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

10) Tasting Requests:

a. Rancho Zabaco and Frei Wines:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from E & J Gallo Winery to conduct five wine tasting events featuring Ranco Zabaco and Frei Wines in four selected stores during November and December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

b. Rosa Regale:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve a request from Horizon Beverage Company to conduct five wine tasting events featuring Rosa Regale in four selected stores during November and December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

11) Purchase and Introductions:

a. Stonehaven:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve an offer from Horizon Beverage Company/Banfi Vintners for the purchase and introduction of three Stonehaven varietal wines, to be displayed in selected stores during December 2005, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

b. Monkey Bay Chardonnay:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission deny an offer from Southern Wine & Spirits of New England, Inc./Constellation Wines for the purchase and introduction of Monkey Bay Chardonnay during December 2005 and January 2006, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

c. Jacob's Creek Sparkling Wine:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission deny an offer from Southern Wine & Spirits of New England, Inc./Connoisseur Wine Company for the

purchase and introduction of Jacob's Creek Sparkling wine during December 2005 and January 2006, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

12) Recommended Allocated Wines for Distribution to Selected Stores:

a. 12 items:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve the distribution of twelve (12) allocated wines to selected stores, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

b. 2 items:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve the distribution of two (2) allocated wines to selected stores, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

13) Recommended Allocated Wines with Subpacks (Absolutes) for Distribution to Selected Stores:

a. 5 items:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve the distribution of five (5) allocated wines with subpacks to selected stores, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

b. 14 items:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve the distribution of fourteen (14) allocated wines with subpacks to selected stores, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- 14) “R” Wines for Allocation to Licensees Selected by Broker (1 item):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve one (1) restricted wine item for allocation to licensees selected by the broker, and retail distribution, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- 15) Primary Source Submissions:

- a. 1 exclusive agent; 30 imported:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve the listing of one (1) wine code which is offered by the exclusive marketing agent and thirty (30) wine codes which are imported, as recommended by Nicole Brassard, Wine Marketing Specialist. The motion was unanimously adopted.

- b. 2 primary source; 17 imported:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve the listing of two (2) wine codes which are from the primary source and seventeen (17) wine codes which are imported, as recommended by Nicole Brassard, Wine Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

- 16) Tabled Items:

- a. Proposed Wine Sale for January 2006 (10/5/05, Item B-1):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission remove from this item from the table and refer it back to the Marketing Department. The motion was unanimously adopted.

**III. ENFORCEMENT & LICENSING REPORT - No report given.**

**IV. CHAIRMAN’S REPORT & LATE ITEMS**

1. Bailment Requests:

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve all previously reviewed requests for bailment releases/transfers dated October 6 through October 19, 2005. The motion was unanimously adopted.

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2. Coupon Approvals: None.
3. Late Items/Other:
  - a. December Special Offers (15 additional items – Southern Wine & Spirits of N.E., Inc.):

It was moved by Commissioner Byrne, seconded by Commissioner Maiola, that the Commission approve additional special offers from Southern Wine & Spirits of New England, Inc., based upon depletions for fifteen (15) wine items, to be featured on sale during December 2005, as recommended by Richard Gerrish, Spirits Marketing Specialist and concurred by John Bunnell, Administrator of Marketing & Sales. The motion was unanimously adopted.

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Anthony C. Maiola, Chairman

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John W. Byrne, Commissioner

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